

DCMA

Defense Contract Management Agency

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DoD Procurement Conference

Presented By:
Barbara J. Little
Director, Small Business

May 2004

- o **DCMA Mission**
- o **Initiatives**
- o **Individual Subcontracting Plans**
- o **Comprehensive Subcontracting Program**

Vision:

**The Indispensable Partner, Chosen by our
Customers for the Best Solutions.**



Mission:

**Provide Customer Focused Acquisition Life Cycle
and Combat Support to Ensure Readiness,
Worldwide, 24/7**

- o **Ensure Prime Contractors subcontract with small business**



We Support Small Business

**55 Small Business personnel
In 30 locations**

- **A Major DoD Player**

**Over \$27B in
Subcontracts**

- **Small Business receives 34.7% of DoD subcontracting dollars**
- **Individual Subcontracting Plans**
 - **Support PCO in evaluating subcontracting plans**
 - **Perform reviews of overall program**
- **Comprehensive Subcontracting Test Program**

Small Business Subcontracting Achievements

Fiscal Year 03

	TARGETS	ACTUAL
SB	37.6	34.7
SDB	4.8	4.0
WOSB	3.9	4.5
HUBZONE	2.5	0.8
SDVOSB	3.0	0.3

Initiatives for Individual Plans



Jim Watson / AFP

- o **New Rating Definitions**
- o **Hold Contractors accountable**
- o **Modify 640 Report**
- o **Implement PPIRS for SB**
- o **Develop SB Annual Report**

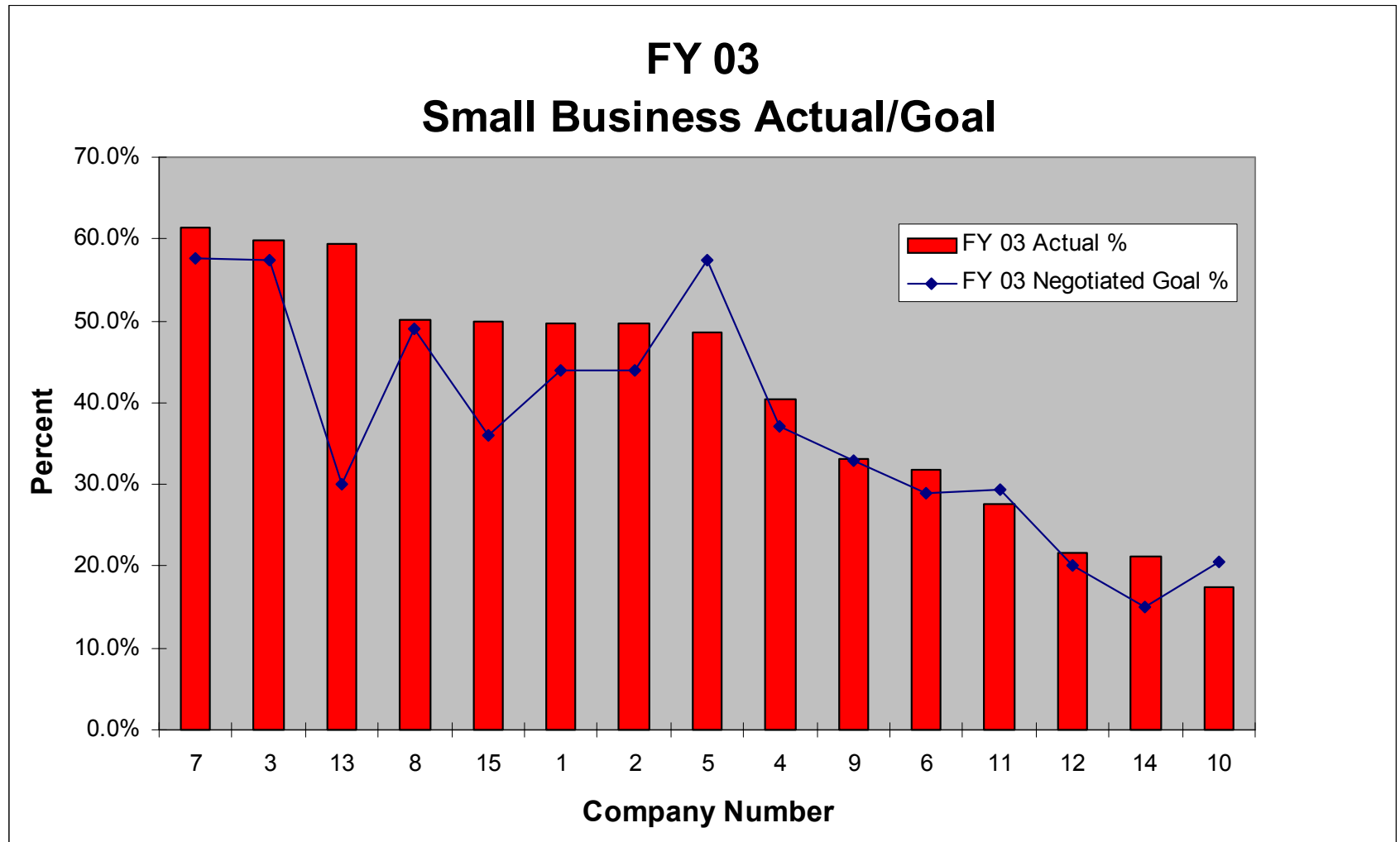
- POSITIVE IMPROVEMENT FROM LAST YEAR'S ACTUALS**
- ADEQUATE PLAN FOR 5% SDB GOAL**
- CHANGE IN RATING DEFINITIONS**
- VISITS WITH SENIOR EXECUTIVES**

CONTRACTORS IN COMPREHENSIVE PROGRAM

- **BELL HELICOPTER**
- **HARRIS CORPORATION**
- **PRATT & WHITNEY**
- **TEXTRON**
- **GENERAL ELECTRIC**
- **NORTHROP GRUMMAN
ACS**
- **HAMILTON
SUNDSTRAND**
- **NORTHROP GRUMMAN
ES**
- **SIKORSKY**
- **LOCKHEED MARTIN**
- **BOEING**
- **RAYTHEON**

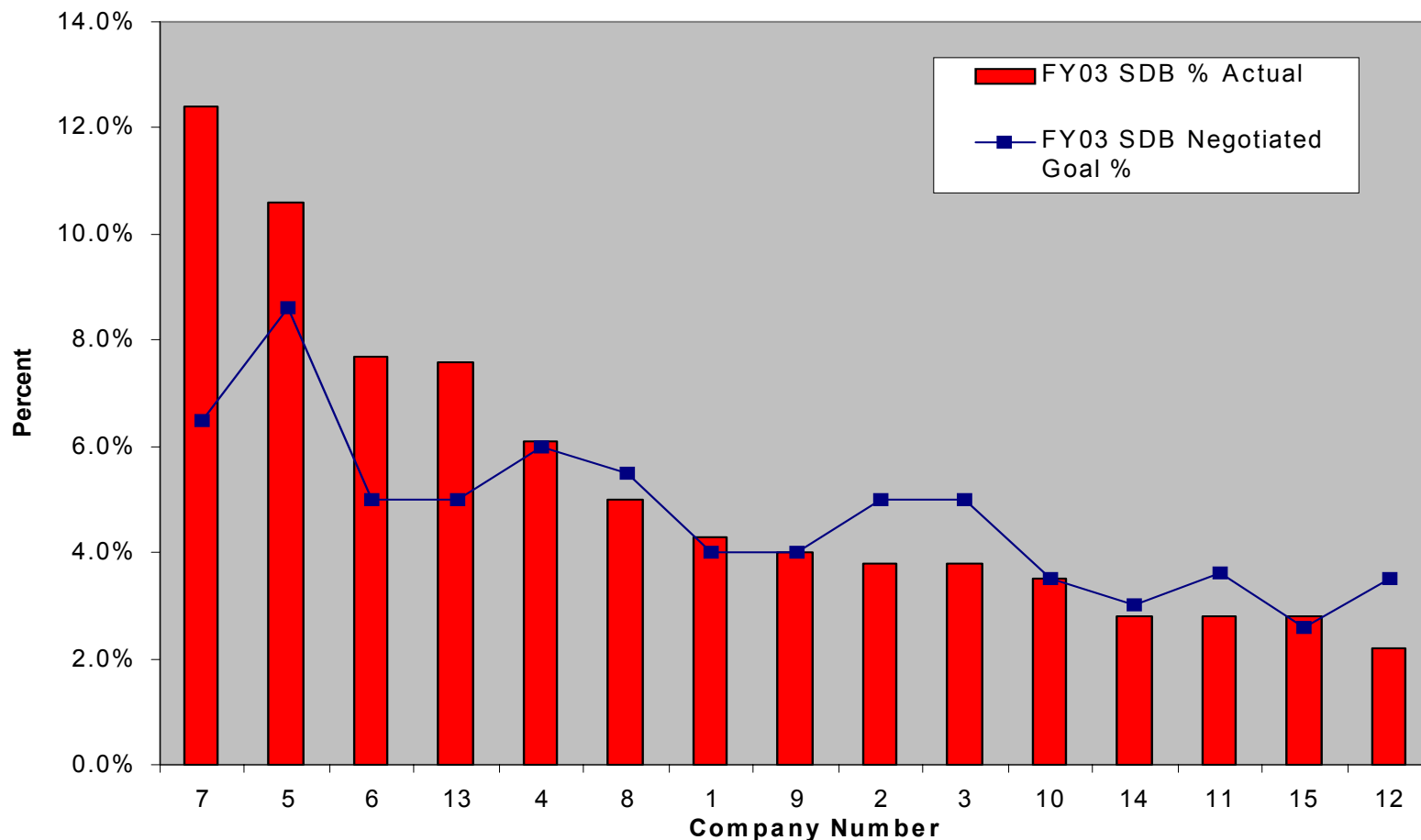
THESE CONTRACTORS REPRESENT 40.6% OF DCMA SUBCONTRACTING DOLLARS
(\$6 BILLION SUBCONTRACTING OPPORTUNITIES)

Comprehensive Plan Participants



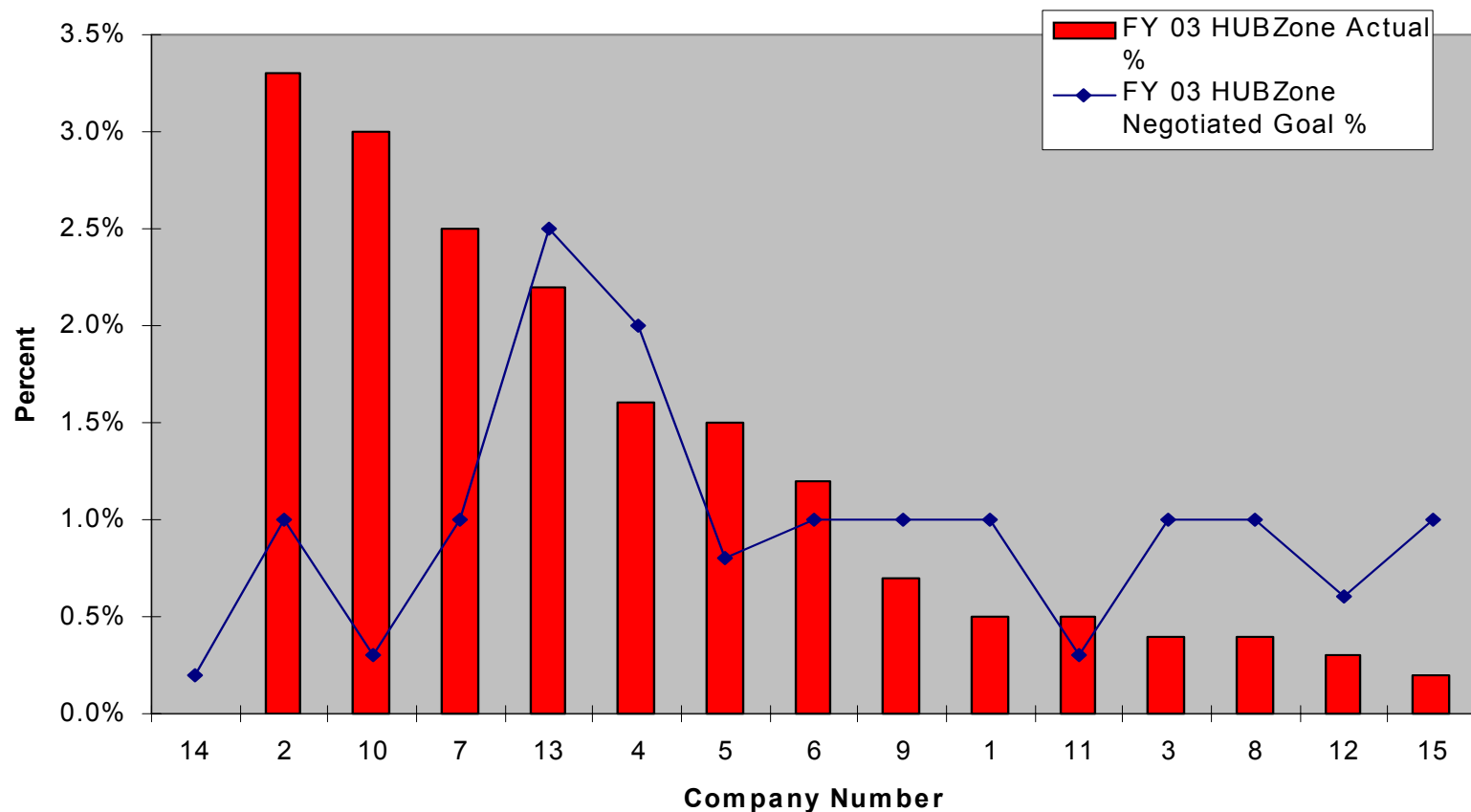
Comprehensive Plan Participants

FY 03 Small Disadvantaged Business Actual/Goal



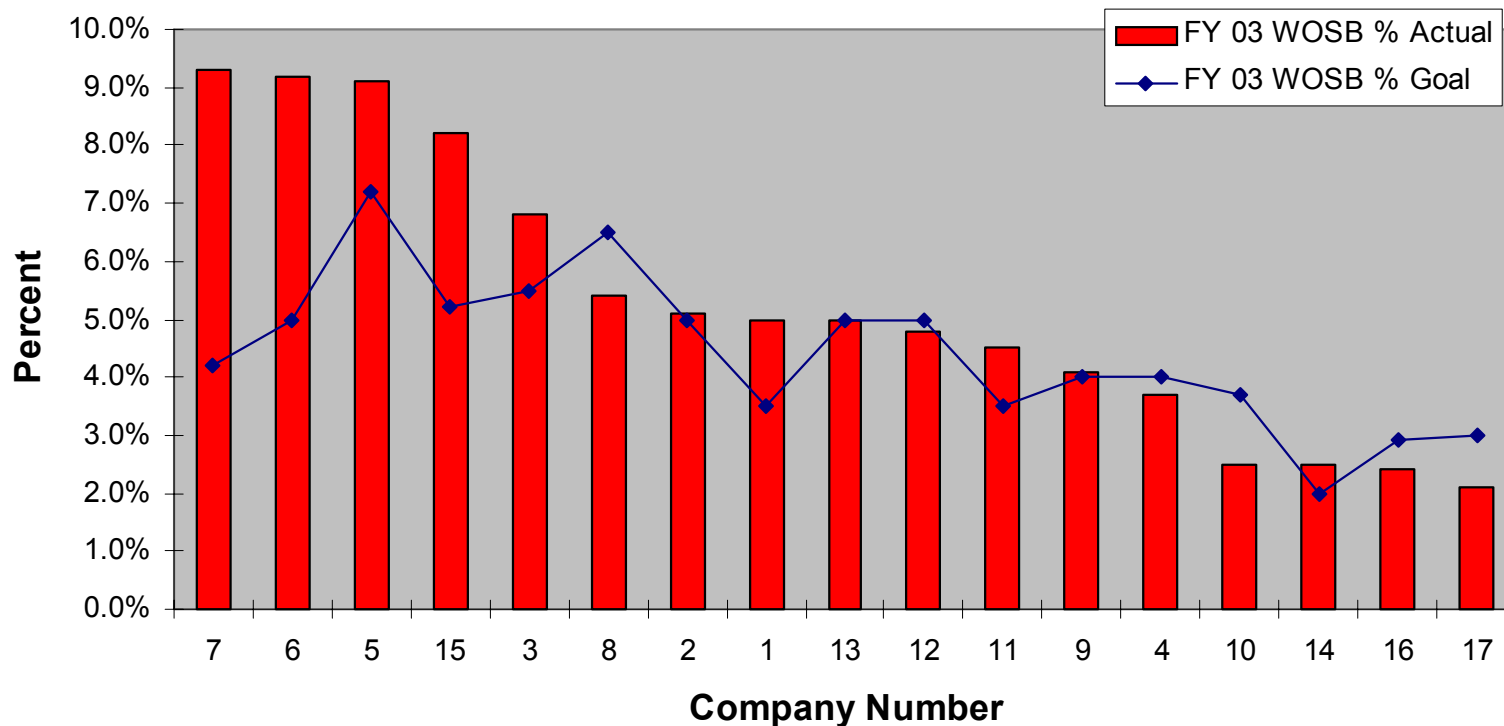
Comprehensive Plan Participants

FY 03 HUBZone Actual/Goal



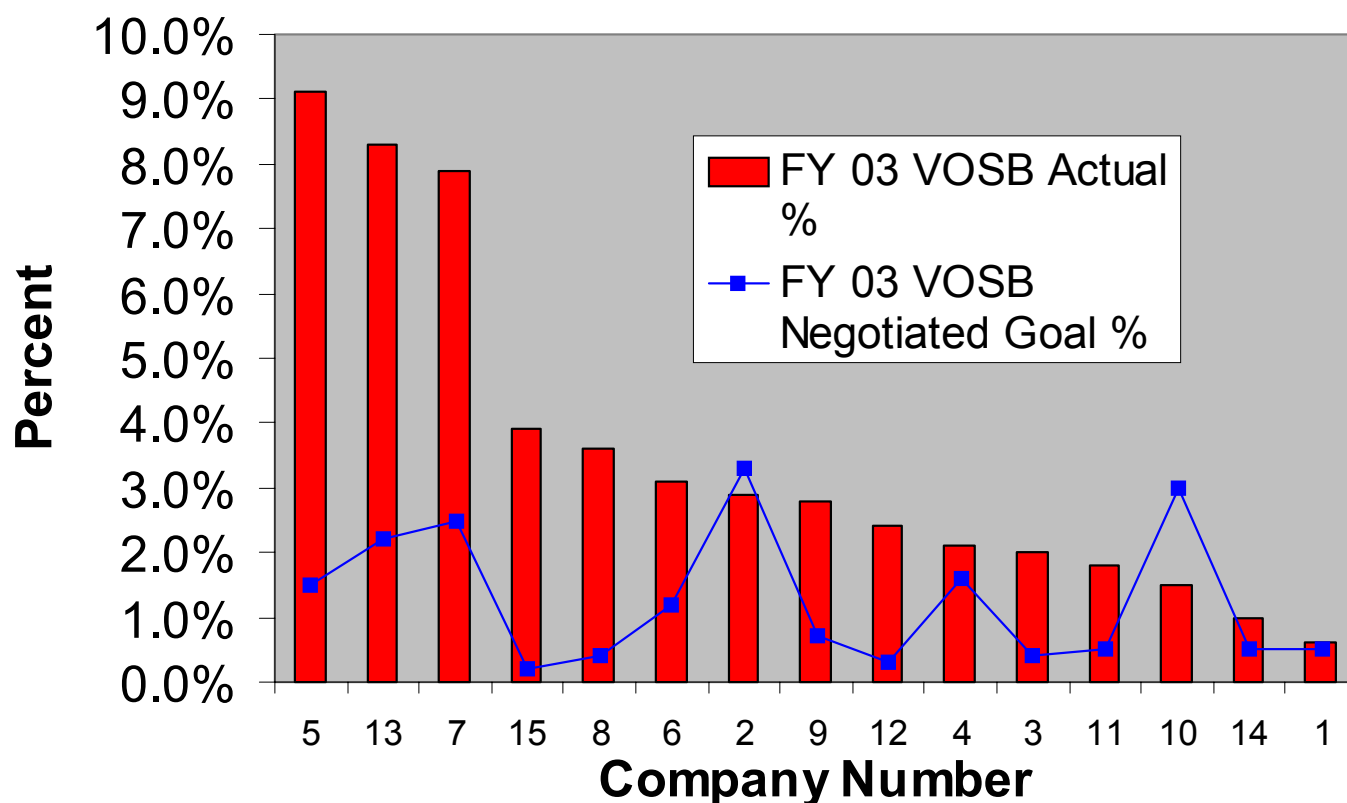
Comprehensive Plan Participants

FY 03 Women-Owned Small Business



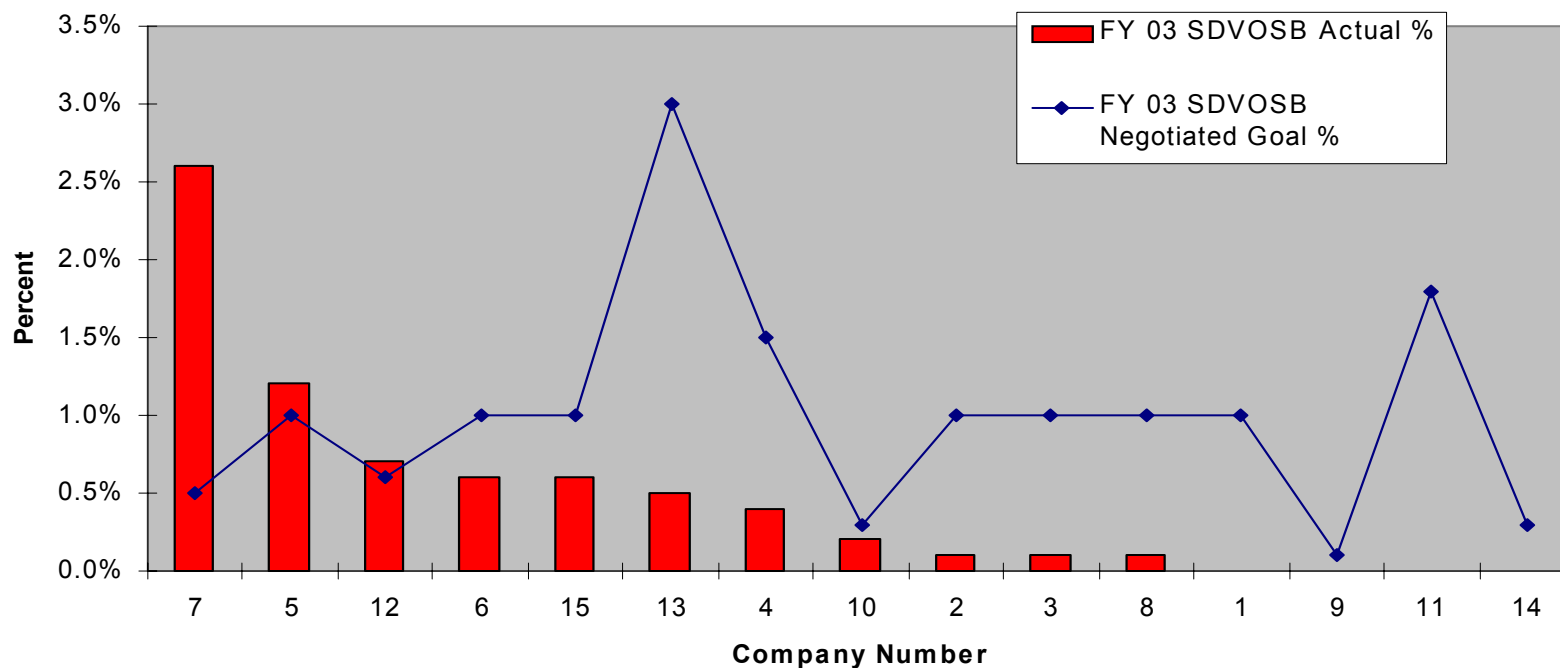
Comprehensive Plan Participants

FY03 Veteran-Owned Small Business



Comprehensive Plan Participants

FY03 Service Disabled Veteran-Owned Small Business



***FIRMS WHO NEGOTIATED MANDATORY
SMALL BUSINESS GOAL FY 04***

- BELL HELICOPTER ***
- HAMILTON SUNDSTRAND ***
- HARRIS CORPORATION ***
- NORTHROP GRUMMAN ES ***
- PRATT & WHITNEY ***
- SIKORSKY**
- TEXTRON**

*** FIRMS WHO MET MANDATORY SB GOALS FOR PAST
3-YEARS (INCLUSIVE LM INFO SYS)**

- BELL HELICOPTER**
- HARRIS CORPORATION**
- NORTHROP GRUMMAN ES**
- RAYTHEON**

**ALL FIRMS MET MANDATORY SB GOALS FOR
PAST 3-YEARS (INCLUSIVE LM INFO SYS)**

***FIRMS WHO NEGOTIATED MANDATORY WOMAN
OWNED SMALL BUSINESS GOALS FY 04***

- **BELL HELICOPTER**
- **HAMILTON SUNDSTRAND ***
- **HARRIS CORPORATION**
- **NORTHROP GRUMMAN ES ***
- **PRATT WHITNEY ***
- **SIKORSKY**
- **TEXTRON**

*** FIRMS WHO MET MANDATORY SB GOALS FOR PAST
3-YEARS**

***CONTRACTORS WITH POSITIVE IMPROVEMENT FROM
LAST YEAR (ACROSS ALL GOALS)***

- **BOEING**
- **GE AIRCRAFT**
- **SIKORSKY**
- **NORTHROP GRUMMAN ES**

**BOTTOM LINE -- \$409,000,000 ADDITIONAL SMALL
BUSINESS DOLLARS NEGOTIATED**

SUMMARY

MAJOR CHANGES MADE IN PROGRAM EXECUTION FOR SUCCESS



QUESTIONS

**The
Military
Acquisition
Manager**

**The
Defense
Contractor**

DCMA

**DCMA Is A
Key
Partner In
Fulfilling
This
Mission**

**The
Warrior**

Our mission is to support “the Warriors”